



Executive Director of Business Development

- ☑ High Profile Assignment
- ☑ Northeast Based
- ☑ Excellent Career Opportunity
- ☑ Leadership Role
- ☑ Join an Outstanding and Passionate Management Team
- ☑ Potential to make a difference driving market share and revenue expansion

OUR CLIENT, a pioneer and leader of outsourced sales and marketing solutions to the biopharmaceutical, medical devices and diagnostic industries, is executing its strategic plan to capitalize upon its brand image and the sectors anticipated robust market demand for distribution solutions. The organization's mission is to be the *top contract sales organization and leading provider of commercialization services*.

You Will Join a dynamic and passionate leadership team committed to defending its brand position, and is strategically positioned to develop innovative and creative services to support the trajectory within the market sector. Poised with new and passionate leadership, our client is positioned to capitalize on its impressive client following providing the foundation for future growth.

Defined as an opportunity to lead and make a dramatic impact, our client is seeking a Business Development leader who will cultivate and manage new business opportunities within mid-large pharmaceutical companies resulting in top-line revenue growth. If you are looking for an opportunity to be part of driving the future of an organization, this opportunity is for you!

REQUIREMENTS

- ⇒ BS / BA – 4 year degree; MBA preferred; A minimum of 10 years experience in or serving the biopharmaceutical or healthcare industry (5 years in business development/Sales);
- ⇒ Strong expertise in persuasive and consultative “solutions” selling with proven experience building senior level relationships;
- ⇒ Strong pharmaceutical product, marketing and therapeutic area knowledge. Experience with pharmaceutical product launches in mid-large pharma;
- ⇒ Project management skills with the ability to quickly and creatively develop highly effective solutions with deep understanding of business impact;
- ⇒ Demonstrated success building business development initiatives and driving sales results;
- ⇒ Excellent oral, written and negotiation skills; ability to communicate messages in a clear and concise fashion;
- ⇒ Exceptional computer proficiency (i.e. PowerPoint, Excel and Word).

